Supply Chain Management

Presented at the Medina County Career Center
Delivered by Lorain County Community College

Program Overview

Whenever a product needs to be transported to someone who needs it, the Supply Chain Management (SCM) and Logistics industry sector is involved.

SCM is the work connected to a wide range of functions related to the moving of materials from a supplier to a customer in a global economy. It encompasses strategic planning, coordination and management of the design and manufacturing and delivery of a final product. This includes procurement and sourcing of raw materials to produce a product. Once manufactured, the product is shipped via a transportation fleet where it may be stored in a warehouse and tracked in inventory. Orders are entered, fulfilled and managed through a distribution logistics network and delivered to customers anywhere in the world. SCM includes collaboration with all channel partners across businesses as well as with customers. It is esential to the success of many sectors including manufacturing, healthcare, agribusiness, energy, biomedical, hospitality and transportation and logistics. It also plays a role in military operations, responses to disasters and international relief efforts.

Ohio Perspective

Transportation and materials handling occupations account for 457,000 workers – 7.8 percent of the state's workforce, according to the Ohio Department of Development. It is estimated that 27 percent of these workers are in Northeast Ohio and comprise 6.8 percent of regional employment. Ohio is equidistant from Northeast, Midwest and Southeast population centers. Shippers can access 60 percent of the U.S. (and Canadian) populations and 62 percent of the nation's manufacturing operations and retail stores are within 600 miles of the state's borders. In the last six years, 580 major distribution-related projects were announced. Collectively, these projects involved 47 million square feet, $3.3 billion in capital investment, and 21,500 new jobs.

Job Outlook

Since SCM encompasses the coordination of so many sectors, many statistics focus on individual parts or a few major sectors and do not give a full accounting of the industry. According to the Council of Supply Chain Management Professionals, the logistics sector alone accounts for more than 9.5 percent of the U.S. Gross Domestic Product. Over $1.3 trillion nationally is spent on transportation, inventory and related logistics activities.

Earnings

With wages 15-23 percent higher than the average, the logistics industry has a critical need for well-educated and trained employees. Northeast Ohio's diverse economic base coupled with its access to multiple modes of transportation (air, water, rail, highway) makes it a center for SCM. Hundreds of manufacturers, hospitals, retailers and logistics companies require SCM professionals. The region is home to companies like PolyOne Corporation, L'Oreal USA, Parker Hannifin, Nordson, Panther Expedited Services and Sherwin Williams.

Related Careers

There are four main career pathways within the industry encompassing entry-level to high-level positions and education.

1. Logistics and SCM
2. Sales and Customer Service
3. Transportation
4. Warehousing and Distribution

Sample wage ranges:

- Shipping, Receiving Traffic Clerk - $9.59-$21.85/hr
- Customer Service Representative - $10.09-$24.33/hr
- Cargo and Freight Agents - $13.78-$24.93/hr
- Transportation, Storage and Distribution Manager - $27.79-$62.67/hr
- Purchasing Manager - $28.42-$61.83/hr

Sources: Economic Modeling Specialists Intl., July 2012

Medina County Career Center JVSD

www.mcjvs.org

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Associate of Applied Business

The Supply Chain Management short-term certificate is a 25 credit hour program. Courses required are listed in bold.

Curriculum Guide		Credits
ACTG 151*	Accounting Principles I	4
CISS 121*	**Microcomputer Applications I**	**3**
ECNM 151*	**Macroeconomics**	**3**
ENGL 161*	College Composition I	3
MTHM 151*	College Mathematics OR	3
MTHM 171	College Algebra	4
SDEV 101	***College 101**	**1**
ACTG 152*	Accounting Principles II - Managerial	4
CMMC 151	Oral Communications	3
ECNM 152*	Microeconomics	3
ENGL 162*	College Composition II	3
BADM 251*	**Principles of Management**	**3**
BADM 165	Legal Environment of Business	3
BADM 220	**Principles of Supply Chain Management**	**3**
BADM 253	**Principles of Industrial Distribution**	**3**
CISS 115*	Internet Research and Tools	1
PSYH 151*	Introduction to Psychology	3
Science and Mathematics Elective		3
BADM 226	**International Logistics**	**3**
BADM 252	**Principles of Transportation and Logistics**	**3**
INTL 151	**Principles of International Studies**	**3**
QLTY 222	Internal Plant Logistics	3
SOCY 151*	Introduction to Sociology	3
	Total Semester Credit Hours	64/65

**These courses may all be taken online.*

Career Paths in Supply Chain Management

	Logistics and Supply Chain Management	**Sales and Customer Service**	**Transportation** (maritime, air, rail, road)	**Warehousing and Distribution**
High-level	Supply Chain/Logistics General Manager, Director Strategic Sourcing, Logistics Implementation & IT	General Manager, National Sales Director	Stevedoring Operations Manager, Linehaul Manager, Outbound Operations Manager	State/National Distribution Manager
Mid-level	Logistics Analyst, Contracts Manager, Purchasing Manager	Business Development Manager, Account Executive, Sales and Marketing Analyst	Transport/Fleet Scheduler, Freight Scheduler, Customs Manager, Freight Rate Specialist	Distribution Analyst, Warehouse/Terminal Manager
Entry-level	Buyer, Procurement Analyst, Inventory Planner	Call Center Manager, Client Relationship Manager, Customer Support Specialist	Freight Forwarding Scheduler, Licensed Driver, Customs Broker	Forklift Operator, Stock/Inventory Controller, Materials Handling

About the Lorain County Community College and Medina County Career Center Partnership

Lorain County Community College is the only Northeast Ohio community college offering an A.A.B. in Supply Chain Management and a short-term credit bearing certificate.

The LCCC program prepares graduates for entry-level management positions in a variety of SCM areas: export/import, warehousing, inventory management, traffic and operations, materials control, shipping and receiving. LCCC is delivering the Supply Chain Management A.A.B. in partnership with Medina County Career Center. Situated at a convenient location, MCCC offers ease of access, state-of-the-art facilities and flexible class hours.

The Medina County Career Center is dedicated to providing area residents with the most complete and most current educational programming available. To accomplish this goal, the school relies on not only its own resources and staff, but partners with other educational institutions to provide relevant courses of study.

LCCC is just such a partner. The two schools have had a partnership program for over six years and it is the goal of both schools to continue and build upon this collaboration. The staff and faculty of the MCCC values its relationship with LCCC and looks forward to offering Medina residents even more creative and value added educational programs in the future.

To get started, contact:
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